

## Message Text

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PAGE 01 TOKYO 15762 310941Z  
ACTION EB-08

INFO OCT-01 EA-12 ISO-00 L-03 /024 W  
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R 310758Z AUG 78  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0843

UNCLAS TOKYO 15762

FOR RICHARD GARNITZ  
FOR ROY GOOTENBERG  
FOR CRAIG ATKINS

E.O. 11652: N/A  
TAGS: EINV, JA  
SUBJECT: U.S. EXPORT DEVELOPMENT MISSIONS TO JAPAN:  
INVEST IN USA MISSION

SUMMARY: SOME SIXTY JAPANESE COMPANIES HAVE REQUESTED DATA SO FAR RELATIVE TO U.S. DIRECT PRODUCTION INVESTMENT POSSIBILITIES AS RESULT OF QUESTIONNAIRE SENT BY POST TO COMPANIES IN TOKYO. POST REQUESTS REGIONAL DEVELOPMENT COMMISSIONS GATHER DATE AS AGREED TO IN PREPARATION FOR PERSONAL CONSULTATIONS TO TAKE PLACE IN OCTOBER IN JAPAN BETWEEN REPRESENTATIVES OF THE REGIONAL COMMISSIONS PARTICIPATING IN THE ABOVE-REFERENCE MISSIONS AND JAPANESE BUSINESSMEN. INVESTMENT PROJECT NUMBERS BEING USED IN LIEU OF NAMES OF JAPANESE COMPANIES FOR TIME BEING. OTHERS TO FOLLOW. END SUMMARY.

1. ATKINS PASS FOLLOWING TO APPALACHIAN REGIONAL COMMISSION:  
- LARGE JAPANESE SOAP MANUFACTURER WANTS SPECIFIC LAWS AND PROCEDURES FOR ESTABLISHMENT OF CORPORATION IN GEORGIA, SOUTH CAROLINA, NORTH CAROLINA, AND  
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VIRGINIA, TO PRODUCE CHEMICAL INTERMEDIATE. ALSO WANTS TO KNOW IF APPROVAL NECESSARY BEFORE MANUFACTURE, FROM WHOM, AND UNDER WHAT CONDITIONS IN EACH NAMED STATE. INVESTMENT PROJECT 3.

2. PASS FOLLOWING TO APPALACHIAN REGIONAL COMMISSION, UPPER GREAT LAKES REGIONAL COMMISSION, AND SOCIETY OF

INDUSTRIAL REALTORS:

MACHINE TOOL MANUFACTURER WANTS TO ESTABLISH PLANT IN GREAT LAKES AREA TO WHICH IT CAN EXPORT SUB-ASSEMBLIES FOR U.S. ASSEMBLY. TOOLS INCLUDE MEDIUM AND SMALL SIZE SURFACE AND GEAR GRINDERS. COMPANY HAS SALES OFFICE IN CHICAGO. COMPANY DID NOT REVEAL SIZE OF PLANT AND OTHER SITE/PRODUCTION INFO. INVESTMENT PROJECT 4.

3. PASS FOLLOWING TO NEW ENGLAND REGIONAL COMMISSION AND TO YUKUO TAKENAKA, MISSION MEMBER: JAPANESE COMPANY WANTS TO ESTABLISH PLANT, SIZE NOT REVEALED, IN NEW HAMPSHIRE OR CALIFORNIA FOR PRODUCTION OF COMPUTER PERIPHERAL EQUIPMENT, LINE PRINTER, RIBBONS FOR PRINTER, AND SPINDLE FOR DISC DRIVE. COMPANY INTERESTED IN KNOWING KINDS OF ASSISTANCE FROM TWO STATES, SOME WAGE ESTIMATES FOR THE KIND OF INDUSTRY, EXTENT OF UNIONIZATION IN SUCH INDUSTRY; AND IS LABOR GENERALLY SKILLED IN THIS FIELD IN TWO STATES NAMED TO EXTENT ONLY 1-3 MONTHS TRAINING NECESSARY? INVESTMENT PROJECT 5.

4. PASS FOLLOWING TO YUKUO TAKENAKA, MISSION MEMBER, TO SOCIETY OF INDUSTRIAL REALTORS, AND TO PIERPOINT'S OFFICE FOR INFORMATION IT CAN GATHER AND HOLD FOR PIERPOINT'S RETURN TO OFFICE MID-SEPTEMBER. A JAPANESE TRADING COMPANY INTERESTED IN ACQUIRING OR LEASING RAW CONCRETE PLANT WITH SILO IN LOS ANGELES AREA  
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WITH SPACE AND CONDITIONS SUITABLE FOR CEMENT GRANULATING FACTORY EVENTUALLY. FACILITY SHOULD BE IN PORT AREA WITH BUCKET CRANE AND CONVEYORS AVAILABLE DESIGNED FOR LOADING/OFFLOADING 20,000 TON TO 25,000 TON SHIPS OF CEMENT AND RAW MATERIALS. COMPANY WILL IMPORT RAW MATERIALS IF SUCH NOT AVAILABLE FROM LOCAL SOURCES IN SUFFICIENT QUANTITIES. COMPANY WANTS TO KNOW IF FOREIGN COMPANY MAY PURCHASE INDUSTRIAL LAND IN CALIFORNIA FREELY, AND IF THERE IS OVERSUPPLY OR SHORTAGE OF PORTLAND CEMENT IN CALIFORNIA, THE GOING PRICE PER TON IN L.A. AREA, AND IF PUBLIC WORKS ANTICIPATED IN NEXT FEW YEARS FOR LARGE CONSUMPTION OF PORTLAND CEMENT. INVESTMENT PROJECT 2.

5. PASS FOLLOWING TO APPALACHIAN REGIONAL COMMISSION, PACIFIC NORTHWEST REGIONAL COMMISSION, AND TO PIERPOINT'S OFFICE FOR INFORMATION IT CAN GATHER AND HOLD FOR PIERPOINT'S RETURN. ONE OF LARGEST CEMENT PRODUCERS IN JAPAN WANTS INFORMATION ON TREND AND OUTLOOK OF CEMENT PRODUCTION IN U.S.; POLLUTION CONTROL LAWS; COAL PRICES; AVERAGE WAGES IN CEMENT PLANTS; SOME ESTIMATES OF PROBABLE COSTS OF PRODUCTION (AVERAGE WAGES

OF CEMENT WORKERS, COSTS OF RAW MATERIALS), AND INFORMATION  
ON PUBLIC WORKS CEMENT CONSUMPTION, IF AVAILABLE, FOR  
NEXT FEW YEARS. COMPANY INTERESTED IN ESTABLISHING PLANT  
IN U.S. WITHIN 100 KILOMETERS OF COAST, BUT DID NOT REVEAL  
SIZE OF PLANT OR SITE CONDITIONS. INVESTMENT PROJECT 1.  
PERSONAL CONSULTATIONS BEING ARRANGED FOR OCTOBER MISSION  
WITH FIVE COMPANIES ABOVE. MANSFIELD

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## Message Attributes

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Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014